

Message Text

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FM AMCONSUL STUTTGART

TO SECSTATE 2501

INFO AMEMBASSY BONN

UNCLAS STUTTGART 0707

FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: INTEREST IN US "WIND MACHINE" THAT PROTECTS VINEYARDS
VINTNER EXHIBITION IN STUTTGART."

REF: STUTTGART A-135, OCTOBER 18, 1974

1. SEVERAL WINE-GROWERS IN BADEN-WUERTTEMBERG EXPRESSED INTEREST IN CONGEN LAST WEEK IN A MACHINE CURRENTLY USED IN CALIFORNIA TO PROTECT VINEYARDS FROM FROST. ACCORDING TO MANAGER OF WINE GROWERS COOPERATIVE (1800 MEMBERS, 800 HECTARES), MACHINE SERVES TO PREVENT FROST BY BLOWING AIR DOWN OVER VINEYARDS, CAN SERVE SEVERAL ACRES, AND COSTS ABOUT 5000 DOLLARS. SAID LOCAL FIRM SEEKING TO DUPLICATE THIS PRODUCT; BUT COOPERATIVE WOULD APPROACH CONGEN FOR TRADE OPPORTUNITY IF LOCAL FIRM DID NOT PRODUCE SIMILAR MACHINE SOON; COOP MEMBERS WOULD LIKE TO HAVE NUMBER OF SUCH MACHINES IN PLACE BEFORE GROWING SEASON BEGINS NEXT YEAR. A WELL KNOWN VINTNER ALSO EXPRESSED INTEREST IN US MACHINE AND HAS ASKED FOR DETAILS.

2. XADEN-WUERTTEMBERG HAS ABOUT ONE-FOURTH (20,000 HECTARES) OF VINEYARD AREA IN WEST GERMANY. LOCAL INTEREST IN QUALITY OF ANNUAL WINE, AND MEANS TO IMPROVE IT, IS SUBJECT OF KEEN INTEREST TO POPULATION OF THIS STATE EVERY FALL.

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3. THIS YEAR WILL BE NO EXCEPTION. ON CONTRARY, STUTTGART WILL BE SITE SEPTEMBER 4-11 OF INTERNATIONAL WINE TRADE EXHIBITION ("INTERVITIS") HELD ONE EVERY THREE YEARS BY THE NATIONAL GROWERS ASSOCIATION (DEUTSCHER WEINBAUVERBAND E.V., 5300 BONN, HEUSSALLEE 26). PARTICIPATION THIS YEAR PROMISES TO BE HEAVY, AND ADDITIONAL SPACE IS NOW BEING ADDED TO MEET UNEXPECTED DEMAND. FIRMS FROM ITALY, FRANCE AND AUSTRIA ARE TAKING PART, BUT MANAGER OF EXHIBITION INFORMED CONGEN NO US FIRM REPRESENTED. MANAGER ADDED THAT EXHIBITION WILL INCLUDE A VINEYARD THAT WOULD BE IDEAL FOR DEMONSTRATION OF MACHINE DESCRIBED ABOVE, AND THAT THERE WOULD UNDOUBTEDLY BE MUCH INTEREST IN SUCH A PRODUCT.

4. ACTION REQUESTED: CONGEN REQUESTS NAME, ADDRESS OF MANUFACTURER AND BRIEF STATEMENT ON CAPABILITIES AND COST OF "CALIFORNIA WIND MACHINE." ALSO SUGGEST THAT DESPITE LATE DATE DOC ASK MANUFACTURER TO CONSIDER PARTICIPATION IN STUTTGART FAIR EVEN IF ONLY VIA REPRESENTATIVE WITH LITERATURE. JENKINS

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